



ECAT

Electronic Catalog Program Update

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AGENDA

- Overview of ECAT
Improvements
- Joint Venture Program for
Medical Surgical Products
- Manufacturer Direct Overview



ECAT Improvements Overview



ECAT Improvements

- New Search and Browse Capabilities:
 - Product Search and Product Results can be seen on one Screen
 - Supplier Name search function has been updated with all current Suppliers
 - Browse Products by Product Classification
 - Incorporating Product Name Standardization





Search and Results

Search Page - Microsoft Internet Explorer provided by DSCP

File Edit View Favorites Tools Help

Address https://medweb.dscp.dla.mil/pls/prod/search_page.displaySearchPage Go Links

dmmonline
defense medical materiel

Product Search

Need Help? Contact the ECAT Help Desk at 800-290-8201 or dscpecathelp@dscp.dla.mil

Search Browse Products Product Request Working List User Notes Address Reorder List Cart Status Admin Options

Search By: for Narrow by Description:

Narrow By: equals

Execute Search

Cart Total: \$0.00

Products 1 to 2 out of 2.

Supplier(Catalog)	Product Name	Part Number	Price	UOI	Items/UOI	Lead Time	Cart Quantity	Action
A DAIGGER (Daigger CDC Catalog)	1000 BEAKER 1000ML 6/PK 24/CS	90165	\$132.62 	Case	48	3	<input type="text"/>	<input type="checkbox"/>
GSS (GSS CATALOG 99)	KF715 NDL 6/PK (15*/2)	90165	\$29.41 	Package	3	3	<input type="text"/>	<input type="checkbox"/>

In Cart In Reorder List

Current Reorder List:

Add to Working List Add to Reorder List Add to Cart Add to User Notes

Done Internet





Browse Products

Browse Products - Microsoft Internet Explorer provided by DSCP

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Print Copy Paste

Address https://medweb.dscp.dla.mil/pls/prod/browse_page.displayBrowsePage Go Links

dmmonline defense medical material

Browse Products

Contact Us | Help | FAQ | Logoff

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Search Browse Products Product Request Working List User Notes Address Reorder List Cart Status Admin Options

Category: LABORATORY

Product Line: LABORATORY GLASSWARE & PLASTIC WARE

Subcategory: BEAKERS

Scroll to view products 1 to 20 out of 1085.

Supplier(Catalog)	Product Name	Part Number	Price	UOI	Items/UOI	Lead Time	Cart Quantity	Action
A DAIGGER (Daigger CDC Catalog)	1000 BEAKER 1000ML 6/PK 24/CS	90165	\$132.62 FREE	Case	48	3	<input type="text"/>	<input type="checkbox"/>
A DAIGGER (Daigger CDC Catalog)	1000 BEAKER 100ML 12/PK 48/CS	90150	\$89.83 FREE	Case	48	3	<input type="text"/>	<input type="checkbox"/>
A DAIGGER (Daigger CDC Catalog)	1000 BEAKER 20ML 12/PK 48/CS	94163	\$92.84 FREE	Case	48	3	<input type="text"/>	<input type="checkbox"/>
A DAIGGER (Daigger CDC Catalog)	1000 BEAKER 250ML 12/PK 48/CS	90540	\$82.39 FREE	Case	48	3	<input type="text"/>	<input type="checkbox"/>
A DAIGGER (Daigger CDC Catalog)	1000 BEAKER 600ML 6/PK 36/CS	90090	\$97.93 FREE	Case	4	3	<input type="text"/>	<input type="checkbox"/>
A DAIGGER (Daigger CDC Catalog)	1000 BEAKER 10ML 12/PK 48/CS	94344	\$107.62 FREE	Case	48	3	<input type="text"/>	<input type="checkbox"/>
A DAIGGER (Daigger CDC Catalog)	1000 BEAKER 150ML 12/PK 48/CS	90105	\$85.37 FREE	Case	48	3	<input type="text"/>	<input type="checkbox"/>
A DAIGGER (Daigger CDC Catalog)	1000 BEAKER 2000ML 4/PK 8/CS	90210	\$82.15 FREE	Case	8	3	<input type="text"/>	<input type="checkbox"/>
A DAIGGER (Daigger CDC Catalog)	1000 BEAKER 30ML 12/PK 48/CS	90600	\$82.39 FREE	Case	48	3	<input type="text"/>	<input type="checkbox"/>

In Cart In Reorder List

Current Reorder List: Create a New Reorder List

Add to Working List Add to Reorder List Add to Cart Add to User Notes

Internet



ECAT Improvements Continued...

- New Order Management Capabilities:
 - A Running Total for items in the Cart can be seen on the Product Search Screen
 - The ORDER STATUS shows Orders placed within a 30 day window. Additional Orders can also be viewed by using a Date Range or Order No.
 - The BASIC ORDER REPORT contains Part Numbers and Document Numbers





Cart Running Total

Search Page - Microsoft Internet Explorer provided by DSCP

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Back Forward Stop Home Search Favorites Print

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Product Search

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Search Browse Products Product Request Working List User Notes Address Reorder List Cart Status Admin Options

Search By: Part Number for 90165 Narrow By Description:

Narrow By: Supplier Name equals <none>

Execute Search

Cart Total: \$663.10

Products 1 to 2 out of 2.

Supplier(Catalog)	Product Name	Part Number	Price	UOI	Items/UOI	Lead Time	Cart Quantity	Action
A DAIGGER (Daigger CDC Catalog)	1000 BEAKER 1000ML 6/PK 24/CS	90165	\$132.62 FREE	Case	48	3	<input type="text" value="5"/>	<input type="checkbox"/>
GSS (GSS CATALOG 99)	KE71.5 NDL 6/PK (1.5"/2)	90165	\$29.41 FREE	Package	3	3	<input type="text"/>	<input type="checkbox"/>

In Cart In Reorder List

Current Reorder List:

Add to Working List Add to Reorder List Add to Cart Add to User Notes

Internet





ECAT Improvements Continued...

- New Customer Service Features:
 - Medical Air Bridge Interface
 - Army DENCOM alternate “Ship To” Addressing
 - On-Line Product Request
 - Testing Partial Fill capability / feasibility



Right Item • Right Time • Right Place • Right Price • Every Time



ECAT

Joint Venture Program for Medical / Surgical Products



Med/Surg Joint Venture

- An ECAT Contract was established with the Alliance Joint Venture as a compromise with the Small Business community when the Med/Surg Prime Vendor Generation II Program was implemented
- The Joint Venture is a Backup to the Med/Surg Prime Vendor Program





Med/Surg Joint Venture Continued...

- Alliance Joint Venture is comprised of three Partners:
 - American Medical Depot – East Coast, EUCOM, SOUTHCOM
 - Kreisers – Central and Northwest U.S.
 - Midwest Medical – Central, Southwest U.S., PACOM
- Contract Performance Period:
 - 3 Year Base
 - Two, 1 Year Options





Med/Surg Joint Venture Continued...

- Customer Benefits:
 - Additional Source of Supply for Disposable, Re-usable, Hand-held Surgical Instruments and, Portable Instruments with Electrical Characteristics
 - Web Based Ordering with Interface to DMLSS, TAMMIS and, MEDLOG
 - Delivery within:
 - 72 hours CONUS
 - 10 Days OCONUS
 - Special Orders 15 days CONUS
 - Special Orders 22 days OCONUS
 - DSCP Helpdesk Customer Assistance
 - Customer Driven Product Additions





ECAT Manufacturer Direct Overview





Program Overview

- DSCP to Provide Manufacturer Direct (MD) Product Lines through ECAT
- Conduct a Pilot Project for 6 Months with an Option Period of 6 Months
- Develop “Lessons Learned” for full Implementation
- Our Goal is to Provide an electronic mechanism for the majority of Product Lines that you are currently Buying





What are MD Items ?

- **Cardiac Cath Lab**

- Coronary Stents
- Coronary Guide Wires
- Coronary Catheters
- Coronary Devices
- Cardioverter
Defibrillators
- Pacing Systems
- Leads
- Peripheral Products

- **Lab Reagents**

- Diagnostic Chemicals

- **Orthopedic
Implants**

- Shoulder
- Hip
- Hand & Wrist
- Knee
- Foot & Ankle
- Compression Plates
- Reconstruction Plates
- Cancellous Screws
- Instrumentation





Market Research Initial Findings

- Customer Processes:
 - Cardiac & Orthopedic Products
 - Establish “Not to Exceed” open contract with vendor prior to surgery
 - Product Pricing and Payment by Credit Card executed after-the-fact
 - Clinical Lab Diagnostics
 - Establish Local Contracts where Equipment use fees are added into the Consumable Product Cost





Market Research Initial Findings

- **Vendor Practices:**
 - Cardiac & Orthopedic Products
 - Product Pricing – is unstable, not often discounted, commercial sales info not released, often set by sales reps., ceiling established with GPOs
 - Clinical Diagnostics
 - Product Pricing – is relatively stable, discounted based on volume, sometimes set by sales rep., commercial sales info not released





Concept of Operation

Direct Order

- Electronic end-to-end ordering of Stocked Items:
 - Orders will flow from Customer DMLSS system through ECAT to Vendor, Vendor Confirms Orders and Ships Product, Vendor sends electronic Invoice, DSCP Pays Invoice in 15 days





Concept of Operation

POST- POST

- Electronic Payment of Physician Preference Items:
 - Customer confers with Sales Rep., Customer establishes Purchase Order "Not to Exceed \$\$\$", Procedure is performed, Nurse reconciles products used, Order is placed in system, Vendor Confirms and Transmits Invoice, DSCP Pays the Bill in 15 days





Pilot Demonstration

- **Pilot Concept/Objective:**
 - Award contracts to test Viability of long term Arrangements
- **Vendors:**
 - Abbott Laboratories – Diagnostic Reagents & Chemicals
 - Other to Follow
- **Pilot Sites:**
 - **Phase I**
 - Brooke AMC, Madigan AMC, Wilford Hall, NMC Bethesda
 - **Phase II**
 - NMC Portsmouth, NMC San Diego, National Institutes of Health, Walter Reed AMC





Summary of Benefits

- Efficiencies of e-Commerce:
 - Streamline Business Processes
 - Standardization Opportunities
 - Demand Data Tracking
 - Business Intelligence
 - Facilitate the Pooling of TRICARE Region's Buying Power to Negotiate Best Pricing
 - Improve the Supply Chain Process through the use of ECAT- Order, Delivery, Payment





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Questions ?

